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ADA American Dental Association

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The Bureau of Economic and Behavioral Research

1986

The 1986 Survey of Dental Practice

Employment Status of Dentists

February 1987

TABLE OF CONTENTS

EMPLOYMENT STATUS OF DENTISTS
FOR THE YEAR 1985

	Page
HIGHLIGHTS	1
INTRODUCTION	2
ALL DENTISTS	3
INDEPENDENT DENTISTS	6
SOLO DENTISTS	9
NONOWNER DENTISTS	12
DENTISTS GRADUATING SINCE 1980	15
METHODOLOGY AND DEFINITIONS	18
APPENDIX: THE 1986 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE	22

HIGHLIGHTS

Among all dentists who worked in private practice as a primary occupation, 94.2% were owners or part-owners in their current primary practices.

For all dentists, sole proprietorship is the predominant form of dental practice ownership (57.6%). There is a tendency, however, for specialists to be shareholders in incorporated practices.

Among all dentists who began in their current primary practice as nonowners in an incorporated or unincorporated dental practice on a salary, commission, percentage or associate basis, 71.2% are currently owners of part-owners of their dental practices.

INTRODUCTION

This report provides descriptive statistics from the 1986 Survey of Dental Practice on the employment status of private practitioners in the United States for the year 1985. Some of the areas summarized are: initial ownership status of current primary practice, current ownership status in primary practice, and the changes in these two.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, nonowner dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialist status for each of the five categories.

All Dentists

Most dentists started in their current primary practices as owners (85.4%) acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 72.5% for all dentists, 73.4% for all general practitioners, 67.7% for all specialists.

Currently among all dentists, sole proprietorship is still the predominant form of dental practice ownership, 57.6%. Most general practitioners are sole proprietors (61.4%), and slightly over half (50.6%) of specialists are shareholders in an incorporated practice. Thirty-six percent of all specialists are currently sole proprietors.

About 94% of all dentists either share in the ownership of their current primary practice or are the sole owners of their practices.

Among all dentists who began in their current primary practices as nonowners, 71.2% became owners or part-owners. Of this percentage, 23.5% became sole proprietors, 30.2% became shareholders in an incorporated practice, and the remaining 17.5% became partners.

EMPLOYMENT STATUS OF DENTISTS ALL DENTISTS

ALL DENTISTS
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	1349	73.4	217	67.7	1566	72.5
PARTNER	112	6.1	25	7.9	137	6.4
SHAREHOLDER - INCORPORATED	102	5.5	39	12.1	140	6.5
NONSHAREHOLDER - INCORPORATED	97	5.3	22	7.0	119	5.5
EMPLOYED, ASSOCIATE - UNINCORPORATED	113	6.1	13	4.0	126	5.8
INDEPENDENT CONTRACTOR	66	3.6	4	1.3	70	3.3
ALL	1838	100.0	321	100.0	2159	100.0

ALL DENTISTS
DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	1128	61.4	115	36.0	1244	57.6
PARTNER	126	6.8	33	10.3	158	7.3
SHAREHOLDER - INCORPORATED	470	25.6	162	50.6	632	29.3
NONSHAREHOLDER - INCORPORATED	50	2.7	6	2.0	57	2.6
EMPLOYED, ASSOCIATE - UNINCORPORATED	22	1.2	0	0	22	1.0
INDEPENDENT CONTRACTOR	42	2.3	4	1.1	46	2.1
ALL	1838	100.0	321	100.0	2159	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

ALL DENTISTS

ALL DENTISTS
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	54	25.5	4	11.7	58	23.5
PARTNER	35	16.8	8	21.7	43	17.5
SHAREHOLDER - INCORPORATED	56	26.6	18	51.7	74	30.2
NONSHAREHOLDER - INCORPORATED	46	21.7	4	11.7	50	20.3
EMPLOYED, ASSOCIATE - UNINCORPORATED	17	8.2	0	0	17	7.0
INDEPENDENT CONTRACTOR	2	1.1	1	3.3	3	1.4
ALL	210	100.0	35	100.0	245	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Independent Dentists

Of all independent dentists, 89.7% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 76.2% for all independent dentists, 77.4% for all independent general practitioners, 69.7% for all independent specialists.

Currently among all independent dentists, sole proprietorship is still the predominant form of dental practice ownership (61.1%). Independent general practitioners tend to be sole proprietors (65.5%), while the majority of independent specialists are shareholders in an incorporated practice (52.3%). About 37% of all independent specialists are currently sole proprietors.

Among independent dentists who began in their current primary practices as nonowners, there is a tendency for independent specialists to become shareholders in an incorporated practice (60.8%). Independent general practitioners tend to choose sole proprietorships (37%) and shareholding in an incorporated practice (38.6%) at almost the same rate.

INDEPENDENT DENTISTS
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	1334	77.4	216	69.7	1550	76.2
PARTNER	111	6.4	25	8.1	136	6.7
SHAREHOLDER - INCORPORATED	100	5.8	38	12.1	138	6.8
NONSHAREHOLDER - INCORPORATED	51	3.0	17	5.5	68	3.4
EMPLOYED, ASSOCIATE - UNINCORPORATED	94	5.4	13	4.2	106	5.2
INDEPENDENT CONTRACTOR	34	2.0	1	0.4	35	1.7
ALL	1724	100.0	311	100.0	2035	100.0

INDEPENDENT DENTISTS
DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	1128	65.5	115	37.1	1244	61.1
PARTNER	126	7.3	33	10.6	158	7.8
SHAREHOLDER - INCORPORATED	470	27.3	162	52.3	632	31.1
ALL	1724	100.0	311	100.0	2035	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS — INDEPENDENT DENTISTS

INDEPENDENT DENTISTS
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	54	37.0	4	13.7	58	33.0
PARTNER	35	24.4	8	25.5	43	24.6
SHAREHOLDER - INCORPORATED	56	38.6	18	60.8	74	42.4
ALL	145	100.0	30	100.0	175	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Solo Dentists

Of all solo dentists, 93.9% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 87.1% for all solo dentists, 88% for all solo general practitioners, 81.3% for all solo specialists.

Currently among all solo dentists sole proprietorship is still the predominant form of all dental practice ownership (74%). Both solo general practitioners and solo specialists tend to be sole proprietors, 77.8% and 50.6%, respectively. However, a great proportion of the solo specialists are shareholders in an incorporated practice (49.4%).

Among all solo dentists who began in their current primary practices as nonowners, there is a tendency for solo specialists to become shareholders in an incorporated practice (58.8%). Independent general practitioners tend to favor sole proprietorships (62%).

EMPLOYMENT STATUS OF DENTISTS SOLO DENTISTS

SOLO DENTISTS
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	1107	88.0	164	81.3	1270	87.1
PARTNER	29	2.3	6	2.9	34	2.4
SHAREHOLDER - INCORPORATED	43	3.4	21	10.5	65	4.4
NONSHAREHOLDER - INCORPORATED	17	1.4	5	2.3	22	1.5
EMPLOYED, ASSOCIATE - UNINCORPORATED	40	3.2	5	2.6	45	3.1
INDEPENDENT CONTRACTOR	22	1.7	1	0.3	22	1.5
ALL	1257	100.0	201	100.0	1458	100.0

SOLO DENTISTS
DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	978	77.8	102	50.6	1080	74.0
SHAREHOLDER - INCORPORATED	280	22.2	99	49.4	379	26.0
ALL	1257	100.0	201	100.0	1458	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS SOLO DENTISTS

SOLO DENTISTS
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	35	62.0	4	41.2	39	58.9
SHAREHOLDER - INCORPORATED	22	38.0	6	58.8	28	41.1
ALL	57	100.0	10	100.0	67	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Nonowner Dentists

Of all current nonowner dentists, slightly over 13% started in their current primary practices as owners, acting as sole proprietor or shareholder in an incorporated practice. Most (85.3%) nonowner dentists began in their current primary practice employed by an incorporated (63.5%) or unincorporated (21.8%) dental practice on a salary, commission, percentage or associate basis.

Currently among all nonowner dentists, employment by an incorporated practice is still the predominant form of dental practice employment (72.3%).

EMPLOYMENT STATUS OF DENTISTS EMPLOYED DENTISTS

EMPLOYED DENTISTS
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	9	12.7	1	9.1	10	12.4
SHAREHOLDER - INCORPORATED	0	0	1	18.2	1	1.5
NONSHAREHOLDER - INCORPORATED	46	63.5	4	63.6	50	63.5
EMPLOYED, ASSOCIATE - UNINCORPORATED	17	23.8	0	0	17	21.8
INDEPENDENT CONTRACTOR	0	0	1	9.1	1	0.8
ALL	72	100.0	6	100.0	78	100.0

EMPLOYED DENTISTS
DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
NONSHAREHOLDER - INCORPORATED	50	69.8	6	100.0	57	72.3
EMPLOYED, ASSOCIATE - UNINCORPORATED	22	30.2	0	0	22	27.7
ALL	72	100.0	6	100.0	78	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

EMPLOYED DENTISTS

EMPLOYED DENTISTS
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
NONSHAREHOLDER - INCORPORATED	46	72.7	4	100.0	50	74.4
EMPLOYED, ASSOCIATE - UNINCORPORATED	17	27.3	0	0	17	25.6
ALL	63	100.0	4	100.0	67	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Dentists Graduating Since 1980

Most dentists graduating since 1980 began in their current primary practices as owners (66.1%). Sole proprietorship was the most common form of dental practice ownership for general practitioners (54.1%). Most specialists, however, began in their current employment situation as nonshareholders in an incorporated practice (57.1%).

Currently among all dentists graduating after 1980, the percentage of dentists practicing as sole proprietors (56.7%) is higher than the percentage of dentists who started in their current practices as sole proprietors (53.1%). In comparison, there has been a 14.9 percentage point decline for all dentists. The type of ownership status exhibiting the most rapid growth is that of shareholder in an incorporated practice: rising 4 percentage points.

Almost seventy-five percent of all dentists graduating after 1980 are owners or part-owners of their primary practices. There is a tendency over time to become practice owners, as the percentage who started as nonowners (24.3%) declines to 16.2% of dentists who are currently nonowners, with ownership rising from 66.1% to 75%.

Among all dentists graduating since 1980 who began in their current primary practice as a nonowner, 30.2% are currently owners or part-owners of their dental practice.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

DENTISTS GRADUATING SINCE 1980
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	120	54.1	0	0	120	53.1
PARTNER	18	8.2	1	14.3	19	8.4
SHAREHOLDER - INCORPORATED	10	4.6	0	0	10	4.6
NONSHAREHOLDER - INCORPORATED	32	14.4	2	57.1	34	15.2
EMPLOYED, ASSOCIATE - UNINCORPORATED	21	9.3	0	0	21	9.1
INDEPENDENT CONTRACTOR	21	9.3	1	28.6	22	9.6
ALL	221	100.0	4	100.0	225	100.0

DENTISTS GRADUATING SINCE 1980
DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	128	57.7	0	0	128	56.7
PARTNER	21	9.3	1	28.6	22	9.6
SHAREHOLDER - INCORPORATED	19	8.8	0	0	19	8.6
NONSHAREHOLDER - INCORPORATED	26	11.9	2	57.1	29	12.7
EMPLOYED, ASSOCIATE - UNINCORPORATED	8	3.6	0	0	8	3.5
INDEPENDENT CONTRACTOR	19	8.8	1	14.3	20	8.9
ALL	221	100.0	4	100.0	225	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

DENTISTS GRADUATING SINCE 1980
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	6	10.9	0	0	6	10.4
PARTNER	6	10.9	1	25.0	6	11.5
SHAREHOLDER - INCORPORATED	5	8.7	0	0	5	8.3
NONSHAREHOLDER - INCORPORATED	26	50.0	2	75.0	28	51.1
EMPLOYED, ASSOCIATE - UNINCORPORATED	8	15.2	0	0	8	14.6
INDEPENDENT CONTRACTOR	2	4.3	0	0	2	4.2
ALL	52	100.0	2	100.0	55	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Methodology and Definitions

INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/ receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice/retired	09	09
k. Occupation unrelated to dentistry	10	10
l. **NO SECONDARY OCCUPATION**	—	11

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes 1
No 2

	Primary Practice	Secondary Practice
3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985?	19 ____	19 ____

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify _____		

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify _____		

	Primary Practice	Secondary Practice
6. What was the zip code of your practice(s) during 1985?	_____	_____
	zip code	

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

The average number of	Primary Practice	Secondary Practice
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)		
	appointments per week	
b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.)		
	visits per week	
c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.)		
	visits per week	
d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only)		
	visits per week	

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)		
	weeks	
b. Total number of **HOURS PER WEEK** spent in the practice		
	hours per week	
c. Number of hours per week spent **TREATING PATIENTS** in the practice		
	hours per week	

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and or dividends.)

	Net Income
a. Your primary practice	$ _____ .00
b. Your secondary practice (if applicable)	$ _____ .00
c. Other income from dentistry (i.e. teaching, research, other practice, etc.)	$ _____ .00

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF,** please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders)	
b. Number of **NON-OWNER** dentists (i.e. employed dentists, associates and non-shareholders) If none, enter zero	

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)		
b. Chairside assistant(s)		
c. Secretary, receptionist(s)*		
d. Dental laboratory technician(s)		
e. Bookkeeper, business personnel		
f. Other, please specify _____		

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985.

The average number of	Dental Hygienist(s)
a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment	
	appointments per week
b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s)	
	visits per week

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

a. Salary only	1
b. Commission only	2
c. Salary plus commission	3
d. Other, please specify _____	

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

a. employee	1
b. independent contractor	2
c. Other, please specify _____	

5. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

DENTAL HYGIENIST (S):	Not applicable (Please check boxes)	1985 ANNUAL Salary/ Commission (in dollars)	Weeks Worked in 1985	Hours Worked per Week	Length of Experience PRIOR to Employment in this Practice		Length of Employment in this Practice	
Position #1	☐	$ _____ per year	_____	_____	_____	_____	_____	_____
Position #2	☐	$ _____ per year	_____	_____	_____	_____	_____	_____
Position #3	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months

16. Approximately what percentage of the patients who visited the primary practice

Entire Practice Patient Characteristics	
a. were:	
14 years of age or younger	_____ %
15 to 64 years of age	_____ %
65 years of age or older	_____ %
	TOTAL 100 %
b. were members of families whose annual income is estimated to be	
under $10,000	_____ %
$10,000 to 29,999	_____ %
$30,000 or more	_____ %
	TOTAL 100 %
c. were:	
covered by a private insurance program that pays or partially pays for their dental care	_____ %
covered by a public assistance program that pays or partially pays for their dental care	_____ %
not covered by an insurance program	_____ %
	TOTAL 100 %
d. were members of a racial minority	_____ %

If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985.

The average number of:	Entire Practice
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____ appointments per week
b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) if none, enter zero	_____ visits per week
c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) if none, enter zero	_____ visits per week
d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only)	_____ visits per week

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 **(annual billing)**? $ _____ 00

19. What percentage of the **GROSS RECEIPTS** were received? (If none, enter zero.)

Gross Receipts	
a. as direct patient payment	_____ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)	_____ %
c. as direct payment from private insurance carriers	_____ %
d. from other sources of payment (Please specify) _____	_____ %
	TOTAL 100 %

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$ _____ 00
b. Yearly mortgage (including interest)	$ _____ 00
c. Total salaries, wages and commissions of non-dentists employees	$ _____ 00
d. Commercial dental laboratory charges	$ _____ 00
e. Dental supplies	$ _____ 00
f. Advertising expenses	$ _____ 00
g. Bad debts	$ _____ 00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ _____ 00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.